CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: Fire

AGENDA DATE: August 21, 2018

CONTACT PERSON NAME/PHONE: Mario D'Agostino, Fire Chief, 915-212-5610
Bruce D. Collins, Director, Purchasing & Strategic Sourcing, 915-212-1181

DISTRICT(S) AFFECTED: All

STRATEGIC GOAL NO. 2:   **Set the Standard for a Safe and Secure City.**

SUBJECT:
Request for the Director of Purchasing & Strategic Sourcing Department be authorized to issue a Purchase Order to FirstWatch Solutions, Inc. dba FirstWatch, the sole provider of FirstWatch Analytic Software, for an initial one (1) year in the estimated amount of $85,440.00.

BACKGROUND / DISCUSSION:
FirstWatch is the single source provider of the data source interface(s) and installation of FirstWatch analytic software. The software utilizes information provided from Computer Aided Dispatch (CAD) and Imagetrend to provide real time information to improve situational awareness, operational performance, and clinical patient outcomes.

SELECTION SUMMARY:
N/A

PROTEST:

☒ No protest received for this requirement.

CONTRACT VARIANCE:
The difference in cost, based on the comparison from 2008 in the amount of $83,270.00 is as follows: New items were included to the analytic software resulting an increase of $2,170.00.

PRIOR COUNCIL ACTION:
N/A

AMOUNT AND SOURCE OF FUNDING:
Total Estimated Amount: $85,440.00
Department: 322; Division: 22070; Fund: 2141; Program: P4119; Project: PCP14HLTHFIRE; Account: 580100 – Data Processing Services Contracts

*********************REQUIRED AUTHORIZATION*********************

DEPARTMENT HEAD:

Name	Signature	Date

COUNCIL PROJECT FORM
(SOLE SOURCE)

POSTING LANGUAGE BELOW

Please place the following item on the **REGULAR** agenda for the Council Meeting of **AUGUST 21, 2018**.

STRATEGIC GOAL: NO. 2 - Set the Standard for a Safe and Secure City

Discussion and action on the request that the Director of the Purchasing & Strategic Sourcing Department be authorized to issue a Purchase Order(s) to FirstWatch Solutions, Inc. dba FirstWatch, the sole provider of FirstWatch Analytic Software, for a one (1) year term in the estimated amount of $85,440.00. The software utilizes information provided from Computer Aided Dispatch (CAD) and Imagetrend to provide real time information to improve situational awareness, operational performance, and clinical patient outcomes.

Additionally, it is requested that the City Attorney's Office review and that the City Manager be authorized to execute any related contract documents and agreements necessary to effectuate this award.

Contract Variance:
The difference in cost, based on the comparison from 2008 in the amount of $83,270.00 is as follows:
New items were included as part of the analytic software resulting in an increase of $2,170.00.

Department:	Fire Department
Award to:	FirstWatch Solutions, Inc. dba FirstWatch
	Carlsbad, CA
Annual Estimated Amount:	$85,440.00 (1 Year)
Total Estimated Award:	$85,440.00
Account No.:	322 – 22070 – 2141 – 580100 - P4119 – PSP14HLTHFIRE
Funding Source:	DS RIP Medicaid Waiver Program
District(s):	All
Sole Source No.:	2018-1640

This is a Sole Source, service contract.

ADDITIONAL INFO BELOW

DATE: 8/16/2018

PURCHASING & STRATEGIC SOURCING DEPARTMENT

SOLE SOURCE AFFIDAVIT

THIS IS AN OFFICIAL PURCHASING DOCUMENT-RETAIN WITH PURCHASE ORDER FILE

Before me, the undersigned official, on this day, personally appeared   a person known to me to be the person whose signature appears below, whom after being duly sworn upon his/her oath deposed and said:

1. My name is *Todd Leonard Stout* . I am over the age of 18, have never been of a convicted crime and am competent to make this affidavit.

2. I am an authorized representative of the following company or firm: *FirstWatch Solutions, Inc.*

3. The above named company or firm is the sole source for the following item(s), product(s) or service(s): *FirstWatch®, FirstPass® + accompanying products*

4. Competition in providing the above named item(s) product(s), service(s) is precluded by the existence of a patent, copyright, secret process or monopoly as stated under Section 252.022, Subchapter A of the Local Governmental Code 7A or as provided for under 7B-F of the same section. Also, attached hereto is a sole source letter, which sets forth the reasons why this Vendor is a sole source provider (dated and signed).

5. There is/are no other like item(s) or product(s) available for purchase that would serve the same purpose or function.

6. **Note: This Vendor understands that by providing false information on this Sole Source Affidavit, it may be considered a non-responsible Vendor on this and future purchases and may result in discontinuation of any/all business with the City of El Paso.**

Signature

SUBSCRIBED AND SWORN to before me on this _____ day of _____

See attachment
06/21/2018 NAPA

NOTARY PUBLIC

PRINTED NAME
06/21/2021
MY COMMISSION EXPIRES

COMPANY NAME: *FirstWatch Solutions, Inc. dba FirstWatch*

ADDRESS, CITY, STATE & ZIP CODE *1930 Palomar Point Way, #101, Carlsbad, CA 92008*

PHONE: *760-943-9123*   FAX NUMBER: *760-*

CONTACT NAME AND TITLE: *Todd Stout, President*

WEB ADDRESS: *www.firstwatch.net*   EMAIL: *tstout@firstwatch.net*

FEDERAL TAX ID NUMBER: _____   TEXAS SALES TAX NUMBER: _____

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California
County of San Diego

Subscribed and sworn to (or affirmed) before me on this 21 day of June , 20 18 , by Todd Leonard Stout

proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.

MERCEDES MANCUSO
Notary Public - California
San Diego County
Commission # 2198646
My Comm. Expires Jun 21, 2021

(Seal)   Signature _Mercedes Mancuso_

F1RST WATCH®

Every Record. In Real Time. Automatically.

June 21, 2018

Kevin M. Dieter
Interim Assistant Fire Chief
El Paso Fire Department
416 N. Stanton, Suite 200
El Paso, Texas 79901

Dear Chief Dieter,

The real-time situational awareness, dash boarding, data analysis/visualization, biosurveillance (and automated alerting) software system; known as **FirstWatch** – which is currently deployed and in use by hundreds of EMS, Fire, Law Enforcement, 9-1-1 Communications Centers, Public Health and Homeland Security teams is only available from a single vendor: **FirstWatch Solutions, Inc**. Further, FirstWatch software is highly proprietary and is considered to be a confidential intellectual property trade secret of FirstWatch Solutions, Inc. (and Stout Solutions, LLC).

FirstWatch is Patented Intellectual Property (IP) in the United States (# 9,642,562), Canada (# 2495768), New Zealand (# 538348) as well as in Australia (# 2003298552). Therefore, no other party is authorized to perform (or provide) the various system support functions and ongoing maintenance responsibilities (i.e. development, code corrections, product updates and/or 24.7.365 technical support), as there is absolutely no outside access to the proprietary FirstWatch IP source code whatsoever. Thus, FirstWatch is the single source for not only the acquisition, deployment, data source interface(s) and installation of the FirstWatch software / system, but the ongoing support of and maintenance service required for the aforementioned FirstWatch software / system as well. Furthermore, no other party is authorized to provide FirstWatch system enhancements, add-ons or system enhancement modules, additional features, capacity or hardware upgrades for (or to) the core FirstWatch system functionality.

The FirstWatch software system is currently deployed and LIVE in more than 190 metro areas across the United States and Canada. As of the date of this letter; FirstWatch is in use by 400+ Public Safety, Public Health and Homeland Security agencies for situational awareness, operational & performance monitoring, clinical quality measurements, as well as health surveillance, bioterrorism and other early event detection.

In addition to the core real-time FirstWatch system functionality; FirstWatch has also developed proprietary, highly specialized industry leading innovations which are offered as add-on system enhancement modules. These FirstWatch modules are designed to provide very specific, proven functionality, one such example is the FirstPass system enhancement module. The FirstPass module is designed to enhance the core FirstWatch system functionality by automatically reviewing every ePCR (electronic patient care report) created by paramedics (during a prehospital patient encounter) in real-time & identify deviations in the paramedics' patient treatment procedures when compared against evidence based medical protocols, procedures and directives. The mission of FirstPass is not just continuous quality improvement, but also to save precious human resource time all while improving the actual ePCR clinical chart review processes through the use of technology. FirstPass ultimately improves the quality of care delivered to patients and mitigate potential risk by quickly identifying medic performance trends on high risk, low frequency emergency medical interventions, like; STEMI, Stroke, ACS/Cardiac, Trauma and Airway Management. FirstPass offers a workflow driven process which provides continuous monitoring of electronic patient records to quickly identify outliers and provide real-time feedback and alerts about potentially concerning protocol deviations, incomplete or missing ePCR data elements (documentation errors or omissions), as well as potentially urgent patient safety issues. No other product is capable of automatically consuming real-time ePCR data (from any ePCR vendor system) into the core FirstWatch system data interface to provide completely automated, real-time clinical QA/QI analysis & review, like FirstPass can. The FirstPass real-time QA/QI ePCR review process combined with the embedded work-flow tools helps medical directors and clinical QA/QI teams provide feedback to paramedics immediately after a patient encounter. FirstPass is actively improving paramedic performance and patient outcomes for numerous systems across the US and Canada.

FirstWatch Solutions, Inc | 1930 Palomar Point Way, Suite 101, Carlsbad, CA 92008 | **www.firstwatch.net**

F1RST WATCH®

Every Record. In Real Time. Automatically.

Listed below are some of the exclusively unique benefits and demonstrated system functions which support the designation of FirstWatch as not only a single source product, but as a single source provider related to the FirstWatch real-time data analysis & automated early warning system and its various core and system enhancement components:

- **Alignment with Homeland Security Needs & Requirements**: According to FEMA, there are 2.3 million First Responders and 23 million people in their support, 25.3 million individuals involved in defense and support of the country's Public Safety and Public Health. The majority of the sites at which FirstWatch is currently deployed are located within a governmental (State, County or Local) agency of Law Enforcement, Fire Department, Emergency Medical Service, Office of Emergency Services (Management) or Public Health. As an automated, real-time Early Detection and Warning System (in existence since 1999), FirstWatch's scalable architecture and algorithmic abilities, continue to assist the agencies noted above (as well as their personnel and their support groups, large and small) across the US and Canada, in identifying threats to the welfare of the public and first responders alike.

  FirstWatch helps to provide closure to Homeland Security Presidential Directive 8 (HSPD-8) Capability Gaps noted via the Homeland Security Authorized Equipment List- (AEL) #13 (IT) Terrorism Incident Prevention Equipment, Specifically associated with the following items:

  - AEL # 13IT-00-ALRT: System, Alert/Notification;
  - AEL # 13IT-00-DACQ: Data Acquisition;
  - AEL # 13IT-00-DEXC: Data Exchange and Interoperability;
  - AEL # 13IT-00-DFSN: Data Fusion/Synthesis; and
  - AEL # 13IT-00-INTL: Systems, Intelligence Sharing.

  FirstWatch is particularly well suited as a single or multi-faceted capability to the needs of Homeland Security related to the AEL items listed above and, in conjunction with that association, to the Target Capabilities List (TCL) of such items as...

  - Information Gathering and Recognition of Indicators and Warnings
  - Intelligence and Information Sharing and Dissemination
  - Intelligence Analysis and Production
  - Epidemiological Surveillance and Investigation
  - Disaster Planning and Preparedness
  - Medical Surge and System Busy

- **Proven Ability to Integrate and Aggregate:** Only FirstWatch is designed to monitor disparate (or similar) data sources and data types, for Public Safety and Public Health from: 9-1-1 Phone and Computer Aided Dispatch (Police, Fire and EMS CAD) systems, to Electronic Patient Care Records (ePCR) systems, to Records Management (RMS) systems, to ProQA (algorithmic expert / telephonic triage) systems for EMS, Fire & Police, as well as Hospital Emergency Data (ED) systems, Nurse Call Triage data systems and Poison Control Center data among others. Whether the emergency situation is related to natural disaster, bioterrorism, or Ebola, Heroin/Opioid OD, SARS, MERS, or even H1N1/ILI Flu - FirstWatch is designed to offer aggregated, real time data analysis, data visualizations and automated alerts to authorized stakeholders at the local, state or federal level.

- **Scalable System Design:** Only FirstWatch allows the addition of other data sources / data systems into "existing" deployed ("live") FirstWatch systems. Real Time data from other FirstWatch customers may also be easily aggregated together (if authorization is provided and Triggers are available), to create a larger regional or statewide FirstWatch Network; for example, during the Ebola Outbreak of 2014, when FirstWatch provided Ebola Triggers to our existing customers in 80 metro areas (at no charge) to help protect First Responders and Citizens alike.

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- **Exclusive Embedded Interface to FirstWatch within ProQA Software:** Only FirstWatch has partnered with Priority Dispatch Corporation (PDC) & International Academies of Emergency Dispatch (IAED) to create an "embedded FirstWatch interface" which is designed to enable real-time analysis of ProQA data for Emerging Infectious Disease, CBRNE, as well as for ProQA EMS, Fire and Law Enforcement Dispatch Driven Protocols and algorithms. The "embedded FirstWatch interface" can be located within Paramount in the "Admin Utility" or within legacy ProQA within the "Configuration Utility" (ProQA versions 3.4.1.41 (or newer)). FirstWatch is the ONLY real-time data monitoring & analysis (software) program in the world to seamlessly interface with ProQA (or their newest version; Paramount) to provide FirstWatch analytics & automated alerting functionality to mutual ProQA/Paramount/FirstWatch customers.

- **Experience with 9-1-1 / Public Safety (CAD, ProQA, Phone, ePCR, RMS) Data:** FirstWatch team members have more than 300 years of Public Safety experience collectively. Additionally FirstWatch has more than 250 years of combined Public Safety software development experience. Since 1999 FirstWatch has been actively analyzing and aggregating 9-1-1 / Public Safety.

- **Automated, Real-Time Analysis & Alerting:** Only FirstWatch offers automatic analysis in real-time, from disparate Public Safety software platforms – to date more than (90) different vendor and home-grown systems have been interfaced with FirstWatch. The flexibility of the system offers user defined data analysis criteria, as well as offering new and innovative algorithms and algorithmic methodologies for real time data analysis and automated alerting.

- **Existing LIVE Systems:** Only FirstWatch has LIVE systems deployed in 200 metro areas (representing 37 States and Provinces) across the US and Canada. From small cities and counties, with populations of less than 50,000, to major metropolitan areas with populations well over 3 million. FirstWatch has already been deployed in more than 28 of the top 50 metro areas (by population) across the USA.

- **Complete User Configurability:** FirstWatch allows authorized users to be in control of what they monitor, what they see from mobile devices (iPhone, iPad and Android phone/tablets) including alert thresholds and criteria, as well as who will be notified, and in what format the notification will be sent. In addition a number of other flexible variables all definable by authorized users.

- **Capacity & System Performance:** Only FirstWatch **maintains .99999 (5 nines) uptime while** analyzing and aggregating more than **95,000** real time public safety records daily – on average one new record is analyzed every .08 seconds (that's over 33,000,000 annually) *and the FirstWatch annual record volume grows, as new deployment sites go live*. To date, FirstWatch has processed more than **190 Million** public safety records (in real time) benefiting Public Safety, Public Health and Homeland Security teams across the US & Canada.

We hope the information provided above will help your team establish FirstWatch as the single source provider of not only the FirstWatch system itself, but also system enhancements, modules, maintenance and support for the FirstWatch system as well. If you have any other questions please let us know and we'd be happy to provide whatever additional information you may require. Thank you.

Best Regards,

Marc

Marc Baker, Vice President & Partner
FirstWatch Solutions, Inc.
760.658-9848
mbaker@firstwatch.net